

Message Text

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PAGE 01 KUWAIT 02635 240932Z

16

ACTION PM-07

INFO OCT-01 NEA-10 ADP-00 CIAE-00 H-03 INR-10 L-03 NSAE-00

NSC-10 PA-03 RSC-01 PRS-01 SS-15 USIA-15 MC-02 IGA-02

AID-20 TRSE-00 EB-11 OMB-01 RSR-01 /116 W

----- 037520

R 240845Z JUL 73

FM AMEMBASSY KUWAIT

TO DA WASHDC

INFO AMEMBASSY JIDDA

SECDEF WASHDC

SECSTATE WASHDC 7205

USCINCEUR VAIHINGEN GERMANY

USMTM DHAHRAN

C O N F I D E N T I A L KUWAIT 2635

E.O. 11652: GDS

TAGS: MASS KU

SUBJECT: STATUS OF M-800 TRUCKS

REF: DA 182017Z JUL 73

VISIT MG S. LOLLIS (USA RET), REPRESENTATIVE OF AM

GENERAL CORP., HERE ON 22 JULY GAVE US THE OPPORTUNITY TO DISCUSS MINIMUM ECONOMICAL QUANTITY TO START UP PRODUCTION FOR M810 SERIES 5-TON TRUCKS. DISCUSSION AT THIS TIME IS ESPECIALLY APPROPRIATE SINCE THESE TRUCKS ARE OF MAJOR INTEREST TO KUWAIT ARMY AND IF AN OFFER IS NOT MADE SOON, THIS MAY BECOME THE REASON FOR DELAY OF OTHER AUTOMOTIVE OFFERS AND POSSIBLE REJECTION WITH PURCHASE FROM THIRD COUNTRY. AS WE UNDERSTAND, THE OFFERS DEPEND UPON AM MOTORS RECEIVING A MINIMUM ORDER OF 1500 M-800 SERIES WHICH HAS NOT BEEN REACHED WITH TOTAL POTENTIAL ORDERS. IN ORDER HELP REACH THIS FIGURE, I HAVE SUGGESTED TO MG LOLLIS THAT HE ALSO SURVEY REQUIREMENTS IN LOWER GULF, CONFIDENTIAL

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PARTICULARLY UAE AND OMAN, FOR 5-TON TRUCKS IN ADDITION

TO POSSIBLE SAUDI REQUIREMENTS. AS WE BELIEVE THIS
VEHICLE EXTREMELY IMPORTANT IN ITS RELATION TO THE
TOTAL PROGRAM, WE HAVE URGED GENERAL LOLLIS TO HAVE
AM MANAGEMENT ONCE AGAIN REVIEW THE ECONOMICS OF
PRODUCTION TO SEE IF THERE IS ANY POSSIBILITY OF RE-
DUCING 1500 MAXIMUM ORDER FIGURE. THIS FAILING, I
BELIEVE EXTRAORDINARY MEASURES TO MEET MINIMUM PLANT
REQUIREMENTS, SUCH AS PERHAPS FUNDING A QUANTITY OF
VEHICLES BY DOD FOR ANTICIPATION OF FUTURE SATES UNDER
FMS; OR ADDITIONAL VEHICLES SHOULD BE AUTHORIZED FOR
U.S. MILITARY SERVICES USE. REQUEST A CONCERTED

EFFORT BE MADE NOW SO THAT A FIRM RESPONSE TO KA
CAN BE MADE WIHTIN A FEW WEEKS.
STOLTZFUS

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NNN

Message Attributes

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EO Systematic Review
30 JUN 2005

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Subject: STATUS OF M-800 TRUCKS
TAGS: MASS, KU
To: n/a
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005